

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

AW Manufacturing

Mississippi Technology Alliance

AW Manufacturing In-Plant Production

Client Profile:

AW Manufacturing manufactures upholstered furniture under two brands, Skylar and Alan White. The company employs 140 people at its facility in Shannon, Mississippi.

Situation:

AW Manufacturing, formerly Alan White Furniture, was purchased by the owners of the Canadian-based Skylar product line. When the company brought the product line to the States, it faced a workforce that was skilled in furniture manufacturing processes used in lower price point, commodity, upholstered furniture. The Skylar product line is a higher end niche product with different process, quality, and production practices and criterion. The differences were not limited to particular individual processes but across the whole value-stream. AW Manufacturing called upon the Mississippi Technology Alliance (MEP.ms), a NIST MEP network affiliate, for help.

Solution:

MEP.ms conducted training of the existing and re-hired Alan White product line personnel using a three-phase, tiered approach. First, the plant manager was trained on every aspect for the production of the Sklar product line. He then trained the four departmental supervisors in the areas of cutting, sewing, framing, upholstery, cushions, final detail, packing, staging and receiving. Each supervisor then trained all line production personnel. The training resulted in the company's ability to fill customer orders at full production level in minimum time without compromising quality.

Results:

* Realized \$36,000 in cost savings.

Testimonial:

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